

# **EXHIBIT B**

# **EXHIBIT 3**

# **REDACTED VERSION**

---

**From:** Donna Overstreet [donnao@aristanetworks.com]  
**Sent:** Tuesday, January 21, 2014 10:51 AM  
**To:** Mark Foss  
**Subject:** Scripts  
**Attachments:** Phil script.docx; Cold Calling Best Practices.docx; Cold Call Script (9.05 KB); pitches[1].docx; Elevator Pitch[2].docx; Guide - New[3].docx

Hi there, Mark.

Here are a few of the scripts and guides that we use. We have several versions that we have built and shared and edit them according to individual style.

Let me know if this helps.

Thanks!

Donna O  
*Donna Overstreet*  
Head of Inside Sales & Lead Generation  
Office 408-547-8128  
Mobile 408-209-1977

**ARISTA**

The New Standard in Software Defined Cloud Networks

---